

MYA HONEYWELL

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SALES & FINANCE PROFESSIONAL

Innovative and Polished sales professional with extensive experience in the Real Estate, Development, Medical and Technology industries. Entrepreneurial thinking style has served as a catalyst for record breaking and results-oriented sales success through cultivating new relationships and strengthening existing ones.

Additional characteristics include:

- * Relationship Builder
- * Growth Strategist
- * New Market Penetration
- * Credible Trusted Advisor
- * Problem Solver
- * Presentation Skills

CAREER PERFORMANCE

Oracle

2007-2008

Application Sales Representative

Minneapolis

- **Consistently** lead sales team promoting Oracle Software Applications including Siebel CRM On Demand, a hosted CRM product in a highly competitive sales automation arena.
- **Focused** emphasis on challenging and highly technical sales in the Life Science and Financial verticals.
- **Earned** billing as top representative on team in first full quarter, outperforming far more tenured representatives.

SPAAR

2007-Current

Treasurer

Saint Paul

- **Elected Treasurer**, one of four executive level position, of the Saint Paul Area Association of Realtors, a 4000 member group representing area licensed Realtors.
- **Manage** a budget in excess of 3 million dollars in an incredibly tumultuous market, balancing a fluctuating membership body and increasing business costs.
- **Advise** Board of Directors as well as membership body as a whole on current financial situations and budget decisions.

2005-Current

Director

Saint Paul

- **Elected** to the Board of Directors, a leadership position for SPAAR while serving as Finance Director of Mayor Kelly due to the strong political ties between local government and the market.
- **Orchestrated** a working relationship between departments of government including Planning and Urban Development, Mayor's Office and City Council and the real estate community as a whole.
- **Served** as Chair of the Events and Education Committee in 2006 and 2007, encouraged raising the bar for education in the realtor community.

Honeywell Sisters

2002-Current

President

Saint Paul

- **Lead** award winning team from a leadership standpoint over the past six years, weathering challenging conditions in the real estate market.
- **Awarded** Inner Circle Award for Leadership and Team of the Year Award along with sister Cedar.
- **Selected** for "Super Realtor" designation by Twin Cities Business Journal and Minneapolis Saint Paul Magazine.
- **Licensed** under Keller Williams Premier Realty
- **Elected** to the Board of WX, the National Board of Women Executives in Real Estate.

Kelly for Mayor Campaign

2004-2005

Finance Director

Saint Paul

- **Raised** over \$1 Million in campaign funds from individual contributors in increments of \$500 or less. Required high volume multiple sales transactions which resulted in the most money ever raised for a mayor's race in the Minnesota state history.
- **Devised** fundraising events and prepared advance for national level VIPs including New York Mayor Rudy Giuliani, Chicago Mayor Richard M. Daley, New York Mayor Edward Koch, Governor Tim Pawlenty, and US Senator Norm Coleman.
- **Oversaw** and worked intimately with Mayor Kelly's Finance Committee which was made up of well known business leaders, many C level, across the state and nation.
- **Formulated** an aggressive goal oriented strategic plan and ensured its timely completion by motivating staff and volunteer workforce.

GlaxoSmithKline

2001-2003

Professional Representative

Saint Paul

- **Promoted** pharmaceutical products to medical professionals in clinic, hospital, and managed care sectors of the Minneapolis/St Paul market in the Hitchings division which focused on respiratory products.
- **Developed** and implemented business plans, customer profiles, and educational programs for medical professionals.
- **Strengthened** district performance by developing and implementing training courses and territory management strategies for new recruits and team mates.
- **Earned** Ruby level winner's circle award for top 10% of sales force.

Merck

1999-2000

Respiratory Specialist

Upper Midwest

- **Managed** product growth and market share measures in twelve representatives covering the Midwest region promoting first in class respiratory launch.
- **Outpaced** specialty district, region, and national sales goal and expanded market earning numerous sales and market share awards.
- **Acted** as liaison between Merck & Co, Inc's marketing, research, and field sales covering Minnesota, Wisconsin, Iowa, North and South Dakota.

1997-1999

Professional Representative

Fargo-Duluth

- **Influenced** prescribing behavior of clinic based physicians using Merck Pharmaceutical products in several therapeutic classes.
- **Launched** three industry leading products and several specific product indications.
- **Nominated** and promoted to Merck's Therapeutic Specialty Representative team prior to being eligible due to outstanding work performance. Position was held for my transition until my tenure met eligibility requirements.

Education

- Graduated Cum Laude, May 1996 St. Cloud State University
- Double Major: Biomedical Science, General Biology
- Financed 100% of College Education by working three jobs while maintaining a full class load and honor level grade point average.

Community Involvement and Activities

- Founding member of Toastmasters chapter, and actively pursuing their Competent Leadership Award
- Member of Saint Paul Area Chamber of Commerce and their Young Professionals Association
- Successfully completed 11 marathons, average finish in the top 5% of female runners
- Volunteer: Hospice, DIVA HIV and AIDS Awareness, The Leukemia and Lymphoma Society

